

4-1-2015 – **REVISION #3**

ATTN: Ron Redmond
Church Street Marketplace
2 Church Street
Burlington, VT 05401
ron.redmond.vt@gmail.com

Security Surveillance Cameras

Ron –

Thank you so much for the opportunity to work with your fine organization again. Please see the details below as I have structured the budget for the first Phase to start with. Phase 1 will include (1) IP PTZ camera located mid-block at the Church & Cherry location. Phase 1 will be more expensive as we incur the initial cost of the EXACQ Vision rack mount storage server which has the capacity (4TB) to accommodate additional PTZ cameras at Church & Bank and Church & College in Phase 2. Phase 2 will consist of Pro-Tech installing and programming two PTZ Cameras located mid-block at Church & Bank and Church & College locations.

PHASE 1 – STARTING WITH (1) IP PTZ CAMERA AT CHURCH & CHERRY

BOSCH PAN / TILT / ZOOM, POLE MOUNT, HIGH RESOLUTION IP HD CAMERA:



DESCRIPTION OF MATERIALS NEEDED:

- (1) BOSCH 7000 Series Starlight IP 720P HD PTZ (Pan/Tilt/Zoom) Camera Kit - High Performance 30X Zoom Lens for capturing fine details in scenes with extremely low illumination levels.
- (1) BOSCH 120VAC Power Supply and Power Arm
- (1) BOSCH Pole Mount Kit with Stainless Steel Hardware
- (2) Stainless Steel Straps for Camera Pole Mount
- (1) EXACQ IP Camera Storage Server, 4TB Hard-drive, Includes (4) IP Camera Licenses, 2U Rack Mountable, Remote Access Capabilities
- (1) Wall Mount Rack Shelf for EXACQ Server
- (1) DVI Cable for Monitor (DVI renders a higher quality image than VGA)
- (1) 22" High Resolution DVI Monitor (At Recorder)
- (1) BOSCH Mid-Span POE Injector
- All Labor for Installation, Programming & Testing, and User Training by Pro Tech
- Custom Written User Guide for System by Pro Tech

GENERAL NOTES:

- ❖ All PTZ Power Supplies will be powered via POE (with Bosch Mid-Span Injector)
 - NOTE: Mid-Span POE Injector must be located within 328' of PTZ Camera
 - Mid-Span must be in a controlled enclosure and cannot be subject to the elements
- ❖ Pro Tech will not be doing any Fiber Terminations
- ❖ All Connectivity is responsibility of Summit Technologies, Pro Tech will not be responsible for any connectivity issues
- ❖ Heated Indoor Space for EXACQ storage server is responsibility of CSM, a great location would be in Ron's office
- ❖ Fiber from break room to Ron's office by fiber contractor
- ❖ Camera can be custom painted black with no problem. However, there will be an additional fee to do this.

FUTURE PROOF:

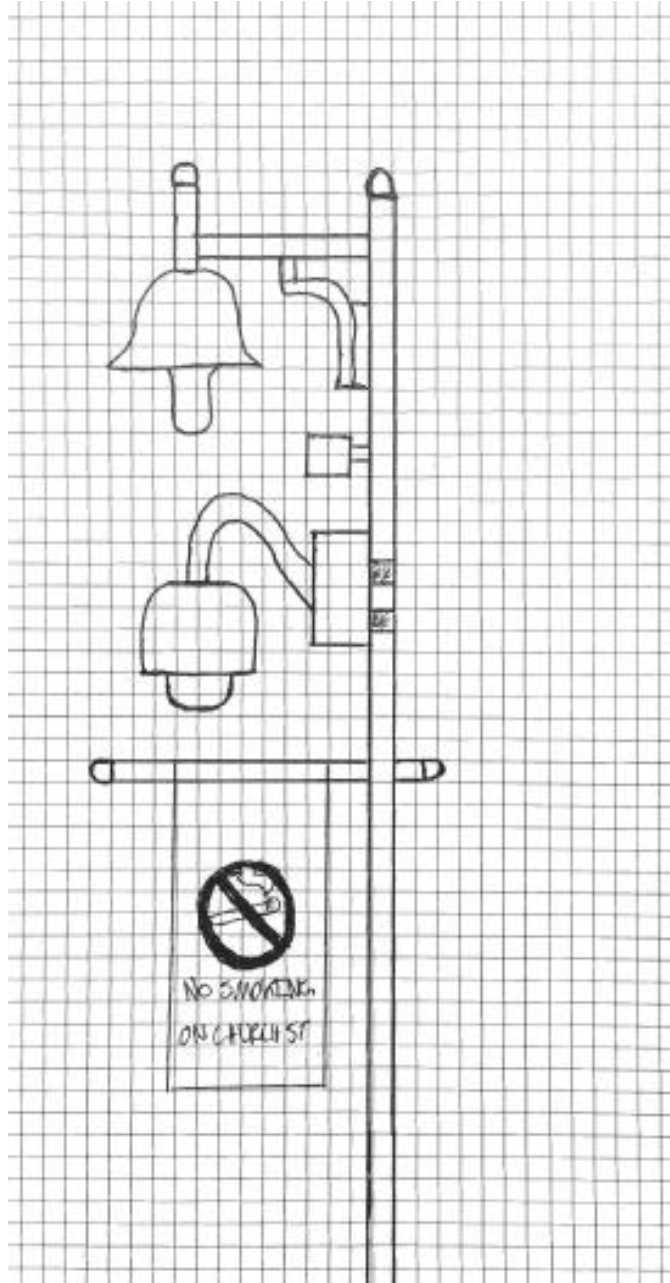
- ❖ We are incurring the initial cost of the EXACQ Storage Server in Phase 1. I have proposed a 4TB recorder which will provide a platform that will allow for us to add additional PTZ cameras in the future.

Your Total Investment with Labor & Training: \$8,996.00 (Plus Tax)

PHASE 1 - RECORDING RETENTION TIME:

- ❖ With the 4TB EXACQ Storage Server, and (1) PTZ Camera recording 24 hrs / day at 720P High Resolution, 20 Frames Per Second, and H.264 Compression..... You will get approx. 160 days of recording
- ❖ In the future, if you have (4) PTZ Cameras total, all recording 24 hrs / day at 720P High Resolution, 20 Frames Per Second, and H.264 Compression....You will get approx.. 30-35 days of recording

PROPOSED CONFIGURATION OF CAMERA ON POLE MOUNT:



CONNECTIVITY DISCLAIMER:

- ❖ All Connectivity will be the responsibility of Summit Technologies –
 - Connectivity is not the responsibility of Pro-Tech
- ❖ We will need a network drop at our EXACQ storage server location

REMOTE ACCESS: PC & SMARTPHONE

- ❖ View video and manage recorders on multiple Windows/Linux/MAC PCs with free client software
- ❖ View live and recorded video on any browser
- ❖ View live and recorded video on [iOS](#), [Android](#) or [Windows Phone 8](#) mobile devices with free application

SETTING UP VIDEO STREAMING TO WEBSITE / DISCLAIMER:

Due to the unknown nature of connectivity and troubleshooting issues with Summit Technologies (Wi-Fi Contractor), please budget \$1,000.00 for additional labor that may be required on our scope of work

NOTE: *This \$1,000.00 is not included in estimated price above*

CSM Website is not the responsibility of Pro Tech. Any issues with the website will be the responsibility of CSM Website Contractor.

We will be using a service called HD Relay which allows us to stream the live video feed (via RTSP) to your website. We can program presets on the PTZ Camera so when people log in to view the camera they will see multiple location presets and can vote on which one. Whichever location has the most votes, the camera will move to that preset location.

MONTHLY COST: The cost of this service is approx. \$144.00 / month and is subject to change depending on the service package. This is the higher end package that allows up to 5,000 viewers.

WARRANTY:

There is an exclusive **1 year parts and labor warranty** direct from Pro-Tech

There is a **3 Year parts warranty** direct from the manufacturer (BOSCH)

There is a **3 Year parts warranty** direct from the manufacturer (EXACQ)



As a Certified Sales Professional, I sell from a consultative selling platform NOT a typical sales platform. It is my goal and the goal of our corporation to help you buy the system that best fits your application and budget. Our sales team is salary based so it allows us to put your best interest FIRST. If you want any changes within the design I have submitted or I have failed to meet your budgetary needs, simply let me know and I will gladly adjust as needed.

I personally guarantee you that you will be 100% satisfied with our installation, professionalism, and service; as we are a **local family owned business** that has been serving the Vermont community for over 78 years.

Thanks so much Ron,

Rex L. Accavallo, CSP, License #: ES-05525
Pro-Tech Security & Fire, a Royal Group Company
(802).862.4112 (Burlington Office)
(802).773.3313 (Rutland Office)
rex@theroyalgroupinc.com
www.theroyalgroupinc.com

Acceptance of Proposal– The above prices, specifications and conditions are Satisfactory and are hereby accepted. I/we authorize Pro Tech Security & Fire, a Royal Group Company to complete the installation work as specified:

If you agree to the terms of this proposal please sign and return to our Corporate Office:

80 Ethan Allen Drive South Burlington, VT 05403:

Date_____

Name_____

Signature_____

PLEASE CALL WITH ANY QUESTIONS OR CONCERNS